

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

D & E Machine Company

Ohio Manufacturing Extension Partnership

D&E Machine Company Brings Manufacturing Back to the USA

Client Profile:

D&E Machine Company is a family-owned and operated business that opened in Lebanon, Ohio, in 1971. Kent and Kim Coomer acquired the business in 1990 upon retirement of the founders. The machine shop specializes in CNC machining, prototyping, and custom machine builds and operates out of an 11,000 square-foot facility with nine employees. D&E Machine Company currently serves the automobile, medical, steel, packaging, and energy industries.

Situation:

As a specialty machine shop, D&E Machine Company had numerous customers in the automotive and steel industries who were hit especially hard by the economic downturn. Knowing that they needed to enter new markets and attract new customers in order to stay in business, the company sought assistance for growth opportunities from TechSolve, a NIST MEP network affiliate.

Solution:

TechSolve worked with D&E Machine Company following a Profit 101 workshop to develop a growth process. TechSolve also helped connect the company with The Edrington Group, the parent company of Macallan scotch whiskey, who needed assistance in prototyping and manufacturing a new product. To secure this new business opportunity, D&E Machine Company was challenged with creating a product that maintained functionality at lower cost than The Edrington Group's current supplier in Asia. Using ingenuity and innovation, D&E Machine Company designed and prototyped an ice molder that uses heat transfer to turn ice cubes into globes (the best shape for use with scotch according to many experts and enthusiasts). D&E Machine Company was also able to reduce the cost by more than 50 percent, all while not infringing on any patents. The Edrington Group awarded the supplier contract to D&E Machine Company, increasing sales for D&E Machine Company and bringing a manufacturing job back to the U.S. As a result of TechSolve's assistance, the company is moving to a new facility, purchasing new machines, and hiring additional employees as needed to keep pace with increased sales.

Results:

* Projected sales increase of \$4.5 million.

Testimonial:

"TechSolve has helped us remain competitive by assisting us with everything from writing a successful business plan to securing a sales opportunity with a new customer. Their expertise and assistance have been invaluable."

Kim Coomer, Vice President and Co-Owner

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